Amendments In the Claims

Please amend Claims 1, 3-7, 14-17, 19-23 and 30-33 as follows:

1. **(Currently Amended)** A method for generating forecast information corresponding to an organization, comprising:

~~identifying hierarchy data, defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member of the organization;~~

identifying opportunity data or revenue data corresponding to members of the organization, **wherein**

the members of the organization are associated with positions in a hierarchy structure of the organization;

~~the opportunity data including at least an opportunity name, opportunity value and opportunity probability;~~

calculating forecast data **corresponding to the members of the organization using** ~~from~~ the opportunity data and **the** revenue data corresponding to members of the organization;

defining visibility rules that specify the forecast data **corresponding to the members of the organization** that are visible to **a first** ~~each~~ member of the organization**, wherein**

the visibility rules are defined according to the **position of the first member in the** hierarchy ~~data~~;

generating ~~enabling~~ a forecast ~~to be generated~~ for **the first** member**[[s]]** of the organization, wherein

the data used for said generating the ~~each~~ forecast is **limited to** ~~generated based on~~ forecast data ~~of~~ corresponding **to the** members **of the organization** according to the visibility rules; ~~and~~

associating a state with the forecast, wherein the state comprises one of

a created forecast state,

an included forecast state, if the forecast is included in data of a forecast of another,

a submitted forecast state, if the forecast is submitted by the first member of the organization, and

an included-as-submitted forecast state, if the forecast is submitted by the first member of the organization and included in data of a forecast of another;

modifying states associated with each forecast data corresponding to members of the organization to one of

the included forecast state, if the forecast data does not currently have the submitted forecast state, and

the included as submitted forecast state, if the forecast data does currently have the submitted forecast state; and

enabling the **first** member[[s]] to modify the forecast data **corresponding to the members of the organization, if the forecast data does not have an associated included as submitted forecast state.** ~~based on the revenue data or opportunity data of corresponding members.~~

2. (Original) The method of claim 1, wherein the hierarchy structure comprises a plurality of management levels; further comprising:

defining visibility rules that specify the forecast data that are visible to each management level of the organization; and

enabling a forecast to be generated for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

3. **(Currently Amended)** The method of claim 1, wherein **the first member of the organization is** ~~a forecast is generated for~~ a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who

are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is <= n levels below a management level occupied by the manager.

4. **(Currently Amended)** The method of claim 1, further comprising:

creating a forecast series comprising a set of parameters that define attributes of forecasts that are based thereon; and

using the set of parameters in the forecast series **in said generating** ~~**to generate**~~ the forecast.

5. **(Currently Amended)** The method of claim 4, wherein the ~~**set of parameters in the**~~ forecast series **comprises** ~~**include**~~ parameters that define the visibility rules for forecasts that are based on the forecast series.

6. **(Currently Amended)** The method of claim 1, further comprising:

enabling **the first [[a]]** member ~~**of the organization**~~ to submit **the [[a]]** forecast to a superior **in the hierarchy structure, wherein said submitting comprises associating the submitted forecast state with the forecast**; and

preventing the **first** member from modifying the forecast after it has been submitted.

7. **(Currently Amended)** The method of claim 6, further comprising**:**

enabling the superior **or** ~~**to which the forecast was submitted and/or**~~ a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast**, wherein said unsubmitting comprises associating one of the created forecast state and the included forecast state with the forecast**.

8. (Original) The method of claim 1, further comprising presenting forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

9 - 13. (Cancelled)

14. **(Currently Amended)** A method for generating and presenting forecast information, comprising:

~~**identifying hierarchy data defining members of an organization and a hierarchical position of each member;**~~

identifying opportunity data or revenue data corresponding to **the** members of **an** ~~**the**~~ organization, **wherein**

the members of the organization are associated with positions in a hierarchy structure of the organization;

~~**the opportunity data including at least an opportunity name, opportunity value and opportunity probability**~~;

calculating forecast data **corresponding to the members of the organization using** ~~**from**~~ the opportunity data and revenue data corresponding to members of the organization;

determining an identity of a current forecast participant who is a member of the organization;

identifying **subordinate** members of the organization who are subordinate to the current forecast participant based on the hierarchy **structure** ~~**data**~~;

presenting forecast data to the current forecast participant, wherein the forecast data specific to each of **the** ~~**said**~~ one or more subordinate members is viewable by the current forecast participant; ~~**and**~~

associating a state with the forecast data specific to each of the one or more subordinate members, wherein the state comprises one of

a created forecast state,

an included forecast state, if the forecast is included in data of a forecast of another,

a submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast, and

an included-as-submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast and included in data of a forecast of another; and

enabling the current forecast participant to modify the forecast data based on the revenue data and opportunity data of the one or more subordinate members**, if the forecast data does not have an associated submitted state or included-as-submitted state**.

15. **(Currently Amended)** The method of claim 14, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected ~~**members of the organization who are**~~ subordinate **members** ~~**to the manager**~~, further comprising:

automatically generating a forecast for any **selected subordinate** member ~~**among said one or more selected members**~~ who has yet to submit a forecast; and

generating a forecast for the manager based on a combination of forecasts submitted by said **selected subordinate** ~~**one or more selected**~~ members and ~~**any forecast that are**~~ automatically generated **forecasts**.

16. **(Currently Amended)** The method of claim 15, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected **subordinate** members ~~**of the organization who are subordinate to the manager**~~ and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

17. **(Currently Amended)** A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates forecast information corresponding to an organization by performing the operations of:

identifying hierarchy data, defining a hierarchy structure of the organization to be entered into the machine, **and comprising** ~~**including data identifying a**~~ hierarchical position**s** of ~~**each**~~ member**s** of the organization;

identifying opportunity data or revenue data corresponding to **the** members of the organization to be input into the machine~~, the opportunity data including at least an opportunity name, an opportunity value and an opportunity probability~~;

calculating forecast data **corresponding to the members of the organization using** ~~from~~ the opportunity data and revenue data corresponding to members of the organization;

defining visibility rules that specify the forecast data **corresponding to the members of the organization** that are visible to **a first** ~~each~~ member of the organization**, wherein**

the visibility rules are defined according to the hierarchy data;

generating **a forecast** for **the first** member**[[s]]** of the organization, wherein

the data used for said generating the ~~each~~ forecast is **limited to** ~~generated based on~~ forecast data ~~of~~ corresponding **to** members **of the organization** according to the visibility rules; ~~and~~

associating a state with the forecast, wherein the state comprises one of

a created forecast state,

an included forecast state, if the forecast is included in data of a forecast of another,

a submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast, and

an included-as-submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast and included in data of a forecast of another;

modifying states associated with each forecast data corresponding to members of the organization to one of

the included forecast state, if the forecast data does not currently have the submitted forecast state, and

the included as submitted forecast state, if the forecast data does currently have the submitted forecast state; and

enabling the **first** member**[[s]]** to modify the forecast data **corresponding to the members of the organization, if the forecast data does not have an associated included-as-submitted forecast state.** ~~based on the revenue data or opportunity data of corresponding members.~~

18. (Original) The machine-readable media of claim 17, wherein the hierarchy structure comprises a plurality of management levels and wherein execution of the machine instructions further performs the operations of:

enabling visibility rules that specify the forecast data that are visible to each management level of the organization to be entered into the computer; and

enabling a forecast to be generated for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

19. **(Currently Amended)** The machine-readable media of claim 17, wherein **the first member of the organization is** ~~a forecast is generated for~~ a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is <= n levels below a management level occupied by the manager.

20. **(Currently Amended)** The machine-readable media of claim 17, wherein execution of the machine instructions further performs the operations of:

enabling **creation of** a forecast series comprising a set of parameters that define attributes of forecasts that are based thereon to be entered into the machine; and

using the set of parameters in the forecast series **in said generating** ~~to generate~~ the forecast.

21. **(Currently Amended)** The machine-readable media of claim 20, wherein ~~**the set of parameters in**~~ the forecast series **comprises** ~~**include**~~ parameters that define the visibility rules for forecasts that are based on the forecast series.

22. **(Currently Amended)** The machine-readable media of claim 17, wherein execution of the machine instructions further performs the operations of:

enabling **the first** **[[a]]** member ~~**of the organization**~~ to submit **the** **[[a]]** forecast to a superior **in the hierarchy, wherein**

said submitting comprises associating the submitted forecast state with the forecast; and

preventing the **first** member from modifying the forecast after it has been submitted.

23. **(Currently Amended)** The machine-readable media of claim 22, wherein execution of the machine instructions further perform the operation of enabling the superior **or** ~~**to which the forecast was submitted and/or**~~ a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast**, wherein**

said unsubmitting comprises associating one of the created forecast state and the included forecast state with the forecast.

24. (Original) The machine-readable media of claim 17, wherein execution of the machine instructions further perform the operation of presenting forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

25 – 29. (Cancelled)

30. **(Currently Amended)** A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates and presents forecast information corresponding to an organization by performing the operations of:

identifying hierarchy data defining members of an organization and a hierarchical position of each member;

identifying opportunity data or revenue data corresponding to **the** members of the organization~~, the opportunity data including at least an opportunity name, opportunity value and opportunity probability~~;

calculating forecast data **corresponding to the members of the organization using** ~~from~~ the opportunity data and revenue data corresponding to members of the organization;

determining an identity of a current forecast participant who is a member of the organization;

identifying **subordinate** members of the organization who are subordinate to the current forecast participant based on the hierarchy data;

presenting forecast data to the current forecast participant, wherein the forecast data specific to each of **the** ~~said~~ one or more subordinate members is viewable by the current forecast participant; ~~and~~

associating a state with the forecast data specific to each of the one or more subordinate members, wherein the state comprises one of

a created forecast state,

an included forecast state, if the forecast is included in data of a forecast of another,

a submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast, and

an included-as-submitted forecast state, if the forecast is submitted by the member of the organization associated with the forecast and included in data of a forecast of another; and

enabling the current forecast participant to modify the forecast data based on the revenue data or opportunity data of the one or more subordinate members,

if the forecast data does not have an associated submitted state or included as submitted state.

31. **(Currently Amended)** The machine-readable media of claim 30, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected ~~**members of the organization who are**~~ subordinate **members** ~~**to the manager**~~, and wherein execution of the machine instructions further performs the operations of:

automatically generating a forecast for any **selected subordinate** member among ~~**said one or more selected members**~~ who has yet to submit a forecast; and

generating a forecast for the manager based on a combination of forecasts submitted by said **selected subordinate** ~~**one or more selected**~~ members and ~~**any forecast that are**~~ automatically generated **forecasts**.

32. **(Currently Amended)** The machine-readable media of claim 31, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected **subordinate** members ~~**of the organization who are subordinate to the manager**~~ and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

33. **(Currently Amended)** A system comprising:

a forecast series block to identify hierarchy data defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member of the organization and to define visibility rules that specify the forecast data that are visible to each member of the organization according to the hierarchy data;

an opportunity and revenue scheduling creation block to identify opportunity data or revenue data corresponding to members of the organization, the opportunity data including at least an opportunity name, opportunity value and opportunity probability and to calculate forecast data from the

opportunity data and revenue data corresponding to members of the organization; and

a forecast creation block

to enable a forecast to be generated for **a first** member**[[s]]** of the organization, wherein **the** ~~**each**~~ forecast is generated based on forecast data of corresponding members according to the visibility rules,

to enable a state to be associated with the forecast, wherein the state comprises one of a created forecast state, an included forecast state, a submitted forecast state, and an included-as-submitted forecast state, and

to enable **one of** the members **of the organization** to modify the forecast data **corresponding to the member, if the forecast data does not have an associated included-as-submitted forecast state.** ~~**based on the revenue data or opportunity data of the corresponding members.**~~